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Page: 1DIRECT ACCOUNT REPORTING - FOCUS 2
PERFORMANCE/PAYMENT REPORT
PROGRAM-PERIOD : November, 1994 TO April, 1995
SALES LEVEL 12 NEW YORK METRO REGION06-16-95
13:43

SALES LEVEL	ACCT	CUSTOMER NAME	TR CLA	PLAN LVL	PERF SOM	Q SOM	BEG -	END -	+	FULL PR.	SAVINGS	TOTAL	FP	SV	
													MIX	MIX	
1224	5430080	DUANE READE	21	A	1	17.1	17.3	0.2							
	FULL % 0.04	SAVE % 0.03								34,780	7,543	42,323	0.82	0.18	
									RJR CARTON PURCHS:	49,620	10,650	60,270	0.82	0.18	
									PROGRAM PAYMENT:			0.00	0.00		
1224	152400	AMSTERDAM TOB. CO., INC.	10	A	7	Y	13.2	15.9	2.7						
	FULL % 0.17	SAVE % 0.10								CURRENT CARTON COUNTS:	80,333	2,564	82,897	0.96	0.04
									RJR CARTON PURCHS:	93,620	7,530	101,150	0.92	0.08	
									PROGRAM PAYMENT:	\$\$\$\$13,656.61	\$\$\$\$256.40	\$\$\$\$13,913.01	0.98	0.02	
1224	3968400	MANDEL TOBACCO CO. INC.	10	B	4	Y	23.7	25.1	1.4						
	FULL % 0.10	SAVE % 0.06								CURRENT CARTON COUNTS:	75,819	17,609	93,428	0.81	0.19
									RJR CARTON PURCHS:	74,690	16,770	91,460	0.81	0.19	
									PROGRAM PAYMENT:	\$\$\$\$7,581.90	\$\$\$\$1,056.54	\$\$\$\$8,638.44	0.87	0.13	
TOTALS FOR DIV	1224	ACCTS:	3												
									CURRENT CARTON COUNTS:	190,932	27,716	218,648	0.87	0.13	
									RJR CARTON PURCHS:	217,930	34,950	252,880	0.86	0.14	
									CURRENT PGM PAYMENT :	\$\$\$\$21,238.51	\$\$\$\$1,312.94	\$\$\$\$22,551.45	0.94	0.06	
		PLAN COUNTS- PLAN A:	2		PLAN B:	1			NON-PARTIC.:	0		NOT CALLED:		0	
1225	658800	BOROUGH HALL-OXFORD TOB.CORP.	10	A	1	Y	11.7	11.6	-0.1						
	FULL % 0.04	SAVE % 0.03								CURRENT CARTON COUNTS:	142,840	7,946	150,786	0.94	0.06
									RJR CARTON PURCHS:	146,500	9,720	156,220	0.93	0.07	
									PROGRAM PAYMENT:	\$\$\$\$5,713.60	\$\$\$\$238.38	\$\$\$\$5,951.98	0.95	0.05	
1225	4069200	JETRO CASH & CARRY	40	A	1	Y	10.2	7.6	-2.6						
	FULL % 0.04	SAVE % 0.03								CURRENT CARTON COUNTS:	6,846	644	7,490	0.91	0.09
									RJR CARTON PURCHS:	7,020	780	7,800	0.90	0.10	
									PROGRAM PAYMENT:	\$\$\$\$273.84	\$\$\$\$19.32	\$\$\$\$293.16	0.93	0.07	
1225	6022800	SOUTH BEACH NOVELTIES & CONF.	10	A	1	Y	12.0	11.4	-0.6						
	FULL % 0.04	SAVE % 0.03								CURRENT CARTON COUNTS:	31,416	7,347	38,763	0.81	0.19
									RJR CARTON PURCHS:	34,620	7,230	41,850	0.82	0.18	
									PROGRAM PAYMENT:	\$\$\$\$1,256.64	\$\$\$\$220.41	\$\$\$\$1,477.05	0.85	0.15	
1225	2271200	GLOBE WHOLESALE CO.	10	A	2	Y	10.6	10.8	0.2						
	FULL % 0.12	SAVE % 0.08								CURRENT CARTON COUNTS:	215,929	14,445	230,374	0.93	0.07
									RJR CARTON PURCHS:	229,290	16,680	245,970	0.93	0.07	
									PROGRAM PAYMENT:	\$\$\$\$25,911.48	\$\$\$\$1,155.60	\$\$\$\$27,067.08	0.95	0.05	
1225	657600	BORO PARK TOB. CO.	10	B	1	Y	15.7	15.4	-0.3						
	FULL % 0.00	SAVE % 0.00								CURRENT CARTON COUNTS:	50,500	10,291	60,791	0.83	0.17
									RJR CARTON PURCHS:	56,280	12,360	68,640	0.81	0.19	
									PROGRAM PAYMENT:			0.00	0.00		

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DIRECT ACCOUNT REPORTING - FOCUS 2
PERFORMANCE/PAYOUT REPORT
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SALES LEVEL 12 NEW YORK METRO REGION06-16-95
13:43

SALES LEVEL	ACCT	CUSTOMER NAME	TR CLA	PLAN LVL	PERF SOM	Q SOM	BEG SOM	END SOM	+	FULL PR.	SAVINGS	TOTAL	FP. MIX	SV. MIX	
1225	5407100	RICHMOND WHOLESALE CO. INC.	10	B	1	Y	12.2	11.9	-0.3						
	FULL %	0.00	SAVE %	0.00						CURRENT CARTON COUNTS:	30,303	5,229	35,532	0.85	0.15
										RJR CARTON PURCHS:	28,860	4,980	33,840	0.85	0.15
										PROGRAM PAYMENT:			0.00	0.00	
1225	770400	MORRIS BROWN, INC.	10	N	1		0.0	0.0	0.0						
	FULL %	0.00	SAVE %	0.00						CURRENT CARTON COUNTS:			0.00	0.00	
										RJR CARTON PURCHS:	51,750	3,090	54,840	0.94	0.06
										PROGRAM PAYMENT:			0.00	0.00	
1225	3967200	A. E. MANCINI & CO.	10	N	1		0.0	0.0	0.0						
	FULL %	0.00	SAVE %	0.00						CURRENT CARTON COUNTS:			0.00	0.00	
										RJR CARTON PURCHS:	2,787	120	2,907	0.95	0.05
										PROGRAM PAYMENT:			0.00	0.00	
TOTALS FOR DIV	1225	ACCTS:	8												
										CURRENT CARTON COUNTS:	477,834	45,902	523,736	0.91	0.09
										RJR CARTON PURCHS:	557,107	54,960	612,067	0.91	0.09
										CURRENT PGM PAYMENT :	\$\$\$\$33,155.56	\$\$\$\$1,633.71	\$\$\$\$34,789.27	0.95	0.05
		PLAN COUNTS- PLAN A:	4		PLAN B:	2				NON-PARTIC.:	2	NOT CALLED:	0		
1226	733100	JOHN BRICKS, INC.	10	A	1	Y	18.7	15.1	-3.6						
	FULL %	0.04	SAVE %	0.03						CURRENT CARTON COUNTS:	39,705	5,264	44,969	0.88	0.12
										RJR CARTON PURCHS:	42,780	9,840	52,620	0.81	0.19
										PROGRAM PAYMENT:	\$\$\$\$1,588.20	\$\$\$\$\$157.92	\$\$\$\$1,746.12	0.90	0.10
1226	1766400	EISLER & COMPANY INCORPORATED	10	A	1	Y	14.8	14.3	-0.5						
	FULL %	0.04	SAVE %	0.03						CURRENT CARTON COUNTS:	46,144	7,118	53,262	0.86	0.14
										RJR CARTON PURCHS:	46,050	6,990	53,040	0.86	0.14
										PROGRAM PAYMENT:	\$\$\$\$1,845.76	\$\$\$\$\$213.54	\$\$\$\$2,059.30	0.89	0.11
1226	3344100	KING VENDING CO., INC.	10	A	1	Y	13.4	11.6	-1.8						
	FULL %	0.04	SAVE %	0.03						CURRENT CARTON COUNTS:	25,364	2,315	27,679	0.91	0.09
										RJR CARTON PURCHS:	40,220	7,800	48,020	0.83	0.17
										PROGRAM PAYMENT:	\$\$\$\$1,014.56	\$\$\$\$\$69.45	\$\$\$\$1,084.01	0.93	0.07
1226	5357310	NORTH JERSEY TOBACCO AND	10	A	1	Y	13.2	12.5	-0.7						
	FULL %	0.04	SAVE %	0.03						CURRENT CARTON COUNTS:	50,212	6,503	56,715	0.88	0.12
										RJR CARTON PURCHS:	55,410	8,040	63,450	0.87	0.13
										PROGRAM PAYMENT:	\$\$\$\$2,008.48	\$\$\$\$\$195.09	\$\$\$\$2,203.57	0.91	0.09
1226	4889100	PATERSON TOBACCO & CONF. CO.	10	A	2	Y	17.5	17.6	0.1						
	FULL %	0.12	SAVE %	0.08						CURRENT CARTON COUNTS:	99,684	26,981	126,665	0.78	0.22
										RJR CARTON PURCHS:	96,389	27,600	123,989	0.77	0.23
										PROGRAM PAYMENT:	\$\$\$\$11,962.08	\$\$\$\$2,158.48	\$\$\$\$14,120.56	0.84	0.16

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1226	1093100	CHRISTOM CORPORATION	10	A	8	Y	13.5	16.6	3.1						
	FULL % 0.18	SAVE % 0.11								20,832	8,526	29,358	0.70	0.30	
										23,760	9,690	33,450	0.71	0.29	
										\$\$\$\$\$3,749.76	\$\$\$\$\$937.86	\$\$\$\$\$4,687.62	0.79	0.21	
1226	4816590	COSTCO WHOLESALE	80	B	1	Y	15.6	11.3	-4.3						
	FULL % 0.00	SAVE % 0.00								1,620	600	2,220	0.72	0.28	
										1,590	600	2,190	0.72	0.28	
												0.00	0.00		
1226	5958820	COSTCO WHOLESALE CLUB #315	80	B	1	Y	19.1	14.9	-4.2						
	FULL % 0.00	SAVE % 0.00								1,620	252	1,872	0.86	0.14	
										1,560	240	1,800	0.86	0.14	
												0.00	0.00		
1226	7920740	MORRIS COUNTY CDY & TOB INC	10	B	1	Y	18.0	15.6	-2.4						
	FULL % 0.00	SAVE % 0.00								21,105	6,174	27,279	0.77	0.23	
										21,780	5,880	27,660	0.78	0.22	
												0.00	0.00		
1226	6320460	PRICE CLUB #231	80	N	0	0.0	0.0	0.0							
	FULL % 0.00	SAVE % 0.00										0.00	0.00		
										1,410	660	2,070	0.68	0.32	
												0.00	0.00		
1226	6662910	PRICE CLUB	80	N	0	0.0	0.0	0.0							
	FULL % 0.00	SAVE % 0.00										0.00	0.00		
												0.00	0.00		
												0.00	0.00		
1226	2183000	GENERAL TRADING COMPANY, INC.	40	N	1	0.0	0.0	0.0							
	FULL % 0.00	SAVE % 0.00										0.00	0.00		
										7,590		7,590	1.00	0.00	
												0.00	0.00		
1226	3637200	PINE LESSER & SONS, INC.	10	N	1	0.0	0.0	0.0							
	FULL % 0.00	SAVE % 0.00										0.00	0.00		
												0.00	0.00		
										112,950	17,160	130,110	0.86	0.14	
												0.00	0.00		
TOTALS FOR DIV	1226	ACCTS:	13												
										CURRENT CARTON COUNTS:	306,286	63,733	370,019	0.82	0.18
										RJR CARTON PURCHS:	451,489	94,500	545,989	0.82	0.18
										CURRENT PGM PAYMENT :	\$\$\$\$\$22,168.84	\$\$\$\$\$3,732.34	\$\$\$\$\$25,901.18	0.85	0.15
		PLAN COUNTS- PLAN A:	6		PLAN B:	3				NON-PARTIC.:	4	NOT CALLED:	0		

51850 7508

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13:43

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1229	5115310	JETRO CASH AND CARRY	40	A	1	Y	10.4	5.0	-5.4						
	FULL % 0.04	SAVE % 0.03								4,171	378	4,549	0.91	0.09	
										RJR CARTON PURCHS:	4,050	360	4,410	0.91	0.09
										PROGRAM PAYMENT:	\$\$\$\$\$\$166.84	\$\$\$\$\$\$11.34	\$\$\$\$\$\$178.18	0.93	0.07
1229	5221000	QUEENS TOBACCO & CDY.CO., INC.	10	A	1	Y	11.2	9.5	-1.7						
	FULL % 0.04	SAVE % 0.03								CURRENT CARTON COUNTS:	43,532	1,922	45,454	0.95	0.05
									RJR CARTON PURCHS:	43,560	1,830	45,390	0.95	0.05	
									PROGRAM PAYMENT:	\$\$\$\$1,741.28	\$\$\$\$\$\$57.66	\$\$\$\$1,798.94	0.96	0.04	
1229	6174930	BONANZA TRADING CORPORATION	10	A	2	Y	11.7	11.7	0.0						
	FULL % 0.12	SAVE % 0.08								CURRENT CARTON COUNTS:	469,239	34,682	503,921	0.93	0.07
									RJR CARTON PURCHS:	476,380	33,030	509,410	0.93	0.07	
									PROGRAM PAYMENT:	\$\$\$\$56,308.68	\$\$\$\$2,774.56	\$\$\$\$59,083.24	0.95	0.05	
1229	3137600	JETRO CASH & CARRY	40	A	3	Y	9.2	10.2	1.0						
	FULL % 0.13	SAVE % 0.08								CURRENT CARTON COUNTS:	5,474	504	5,978	0.91	0.09
									RJR CARTON PURCHS:	5,970	480	6,450	0.92	0.08	
									PROGRAM PAYMENT:	\$\$\$\$\$\$711.62	\$\$\$\$\$\$40.32	\$\$\$\$\$\$751.94	0.94	0.06	
1229	6118150	TIGER TOBACCO AND FOOD	10	A	4	Y	11.2	12.6	1.4						
	FULL % 0.14	SAVE % 0.09								CURRENT CARTON COUNTS:	79,424	5,379	84,803	0.93	0.07
									RJR CARTON PURCHS:	102,960	19,230	122,190	0.84	0.16	
									PROGRAM PAYMENT:	\$\$\$\$11,119.36	\$\$\$\$\$\$484.11	\$\$\$\$11,603.47	0.95	0.05	
1229	3403500	KOGER CO., INC.	10	N	1	0.0	0.0	0.0	0.0						
	FULL % 0.00	SAVE % 0.00								CURRENT CARTON COUNTS:			0.00	0.00	
									RJR CARTON PURCHS:	13,170	3,240	16,410	0.80	0.20	
									PROGRAM PAYMENT:			0.00	0.00		
1229	4058250	S/A CIGARETTE CO.	10	N	1	0.0	0.0	0.0	0.0						
	FULL % 0.00	SAVE % 0.00								CURRENT CARTON COUNTS:			0.00	0.00	
									RJR CARTON PURCHS:	37,200	2,520	39,720	0.93	0.07	
									PROGRAM PAYMENT:			0.00	0.00		
1229	5589330	GUTLOVE & SHIRVINT, INC.	10	N	1	0.0	0.0	0.0	0.0						
	FULL % 0.00	SAVE % 0.00								CURRENT CARTON COUNTS:			0.00	0.00	
									RJR CARTON PURCHS:	96,750	14,340	111,090	0.87	0.13	
									PROGRAM PAYMENT:			0.00	0.00		
229	5988250	SANDERS LANGSAM TOBACCO CO. INC	N	1	0.0	0.0	0.0	0.0	0.0						
	FULL % 0.00	SAVE % 0.00								CURRENT CARTON COUNTS:			0.00	0.00	
									RJR CARTON PURCHS:			0.00	0.00		
									PROGRAM PAYMENT:			0.00	0.00		
229	6243000	SUNRISE CANDY & TOBACCO CORP.	10	N	1	0.0	0.0	0.0	0.0						
	FULL % 0.00	SAVE % 0.00								CURRENT CARTON COUNTS:			0.00	0.00	
									RJR CARTON PURCHS:	62,250	17,880	80,130	0.77	0.23	
									PROGRAM PAYMENT:			0.00	0.00		

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13:43

SALES LEVEL	ACCT	CUSTOMER NAME	TR CLA	PLAN LVL	PERF SOM	Q SOM	BEG -	END +	FULL PR.	SAVINGS	TOTAL	FP MIX	SV MIX
<hr/>													
TOTALS FOR DIV 1229 ACCTS: 10													
CURRENT CARTON COUNTS: 601,840 42,865 644,705 0.93 0.07													
RJR CARTON PURCHS: 842,290 92,910 935,200 0.90 0.10													
CURRENT PGM PAYMENT : \$\$\$\$70,047.78 \$\$\$\$3,367.99 \$\$\$\$73,415.77 0.95 0.05													
PLAN COUNTS- PLAN A: 5 PLAN B: 0 NON-PARTIC.: 5 NOT CALLED: 0													
1230	831600 C. A. BURKE, INC.	10 A 1 Y 15.0 14.4 -0.6											
FULL % 0.04 SAVE % 0.03													
CURRENT CARTON COUNTS: 80,428 11,335 91,763 0.87 0.13													
RJR CARTON PURCHS: 82,557 12,480 95,037 0.86 0.14													
PROGRAM PAYMENT: \$\$\$\$3,217.12 \$\$\$\$\$\$340.05 \$\$\$\$3,557.17 0.90 0.10													
1230	1534800 PETER P. DENNIS, INC.	10 A 1 Y 20.1 18.2 -1.9											
FULL % 0.04 SAVE % 0.03													
CURRENT CARTON COUNTS: 38,643 12,435 51,078 0.75 0.25													
RJR CARTON PURCHS: 38,130 13,380 51,510 0.74 0.26													
PROGRAM PAYMENT: \$\$\$\$\$1,545.72 \$\$\$\$\$\$373.05 \$\$\$\$\$1,918.77 0.80 0.20													
1230	2137690 JETRO CASH & CARRY	40 A 1 Y 11.7 10.7 -1.0											
FULL % 0.04 SAVE % 0.03													
CURRENT CARTON COUNTS: 12,672 272 12,944 0.97 0.03													
RJR CARTON PURCHS: 14,760 300 15,060 0.98 0.02													
PROGRAM PAYMENT: \$\$\$\$\$\$506.88 \$\$\$\$\$\$8.16 \$\$\$\$\$\$515.04 0.98 0.02													
1230	2172810 PLAINFIELD TOB & CDY CO, INC	10 A 1 Y 15.8 15.4 -0.4											
FULL % 0.04 SAVE % 0.03													
CURRENT CARTON COUNTS: 180,165 37,255 217,420 0.82 0.18													
RJR CARTON PURCHS: 178,770 36,570 215,340 0.83 0.17													
PROGRAM PAYMENT: \$\$\$\$\$7,206.60 \$\$\$\$\$1,117.65 \$\$\$\$\$8,324.25 0.86 0.14													
1230	2270400 GLIKIN BROTHERS	10 A 1 Y 12.7 12.0 -0.7											
FULL % 0.04 SAVE % 0.03													
CURRENT CARTON COUNTS: 70,593 6,362 76,955 0.91 0.09													
RJR CARTON PURCHS: 71,460 8,430 79,890 0.89 0.11													
PROGRAM PAYMENT: \$\$\$\$\$2,823.72 \$\$\$\$\$\$190.86 \$\$\$\$\$3,014.58 0.93 0.07													
1230	3391200 EDMUND C. KLEINER, INC.	10 A 1 Y 12.7 11.7 -1.0											
FULL % 0.04 SAVE % 0.03													
CURRENT CARTON COUNTS: 9,105 875 9,980 0.91 0.09													
RJR CARTON PURCHS: 9,210 870 10,080 0.91 0.09													
PROGRAM PAYMENT: \$\$\$\$\$\$364.20 \$\$\$\$\$\$26.25 \$\$\$\$\$\$390.45 0.93 0.07													
1230	3473920 CONSOLIDATED SIMON DIST., INC.	10 A 1 Y 21.4 16.3 -5.1											
FULL % 0.04 SAVE % 0.03													
CURRENT CARTON COUNTS: 114,948 36,204 151,152 0.76 0.24													
RJR CARTON PURCHS: 117,000 40,500 157,500 0.74 0.26													
PROGRAM PAYMENT: \$\$\$\$\$4,597.92 \$\$\$\$\$1,086.12 \$\$\$\$\$5,684.04 0.80 0.20													
1230	4257690 WAKEFERN FOOD CORPORATION	41 A 1 Y 22.8 21.9 -0.9											
FULL % 0.04 SAVE % 0.03													
CURRENT CARTON COUNTS: 259,689 73,039 332,728 0.78 0.22													
RJR CARTON PURCHS: 258,900 72,510 331,410 0.78 0.22													
PROGRAM PAYMENT: \$\$\$\$10,387.56 \$\$\$\$2,191.17 \$\$\$\$12,578.73 0.82 0.18													

51850 7510

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1230	5368080 M. BERNSTEIN & SONS	10 A 1 Y 13.4 12.5 -0.9												
	FULL % 0.04 SAVE % 0.03	CURRENT CARTON COUNTS:								113,412	10,521	123,933	0.91	0.09
		RJR CARTON PURCHS:								127,440	13,860	141,300	0.90	0.10
		PROGRAM PAYMENT:												
1230	6523590 PLAINBRIDGE INC.	20 A 1 Y 18.5 17.8 -0.7												
	FULL % 0.04 SAVE % 0.03	CURRENT CARTON COUNTS:								213,722	38,495	252,217	0.84	0.16
		RJR CARTON PURCHS:								215,010	38,610	253,620	0.84	0.16
		PROGRAM PAYMENT:								\$\$\$\$\$8,548.88	\$\$\$\$\$1,154.85	\$\$\$\$\$9,703.73	0.88	0.12
1230	6585000 UNITED CANDY & TOB. CO., INC.	10 A 1 Y 12.7 11.1 -1.6												
	FULL % 0.04 SAVE % 0.03	CURRENT CARTON COUNTS:								79,942	4,883	84,825	0.94	0.06
		RJR CARTON PURCHS:								96,340	8,490	104,830	0.91	0.09
		PROGRAM PAYMENT:								\$\$\$\$\$3,197.68	\$\$\$\$\$146.49	\$\$\$\$\$3,344.17	0.95	0.05
1230	4233600 MIDDLESEX TOBACCO &	10 A 2 Y 15.4 15.5 0.1												
	FULL % 0.12 SAVE % 0.08	CURRENT CARTON COUNTS:								170,250	41,458	211,708	0.80	0.20
		RJR CARTON PURCHS:								174,030	44,790	218,820	0.79	0.21
		PROGRAM PAYMENT:								\$\$\$\$\$20,430.00	\$\$\$\$\$3,316.64	\$\$\$\$\$23,746.64	0.86	0.14
1230	3798000 LUCE WHOLESALE TOB & CDY CORP.	10 A 3 Y 13.8 14.4 0.6												
	FULL % 0.13 SAVE % 0.08	CURRENT CARTON COUNTS:								43,034	1,551	44,585	0.96	0.04
		RJR CARTON PURCHS:								43,769	1,770	45,539	0.96	0.04
		PROGRAM PAYMENT:								\$\$\$\$\$5,594.42	\$\$\$\$\$124.08	\$\$\$\$\$5,718.50	0.97	0.03
1230	1933500 FERNANDEZ DISTRIBUTING, INC.	10 B 1 Y 14.2 11.9 -2.3												
	FULL % 0.00 SAVE % 0.00	CURRENT CARTON COUNTS:								28,778	1,008	29,786	0.96	0.04
		RJR CARTON PURCHS:								31,320	960	32,280	0.97	0.03
		PROGRAM PAYMENT:												
1230	3055200 IRVINGTON TOB. CO.	10 B 1 Y 13.3 12.7 -0.6												
	FULL % 0.00 SAVE % 0.00	CURRENT CARTON COUNTS:								53,664	5,666	59,330	0.90	0.10
		RJR CARTON PURCHS:								53,100	5,520	58,620	0.90	0.10
		PROGRAM PAYMENT:												
1230	6411800 THOMSON OKUN CO., INC.	10 B 1 Y 15.3 14.5 -0.8												
	FULL % 0.00 SAVE % 0.00	CURRENT CARTON COUNTS:								30,496	2,963	33,459	0.91	0.09
		RJR CARTON PURCHS:								30,420	3,990	34,410	0.88	0.12
		PROGRAM PAYMENT:												
1230	6541800 TWIN COUNTY GROCERS, INC.	41 B 1 Y 20.4 20.2 -0.2												
	FULL % 0.00 SAVE % 0.00	CURRENT CARTON COUNTS:								119,461	20,198	139,659	0.85	0.15
		RJR CARTON PURCHS:								128,670	22,800	151,470	0.84	0.16
		PROGRAM PAYMENT:												
1230	6136800 STAR TOBACCO CO.	10 B 4 Y 12.4 13.6 1.2												
	FULL % 0.10 SAVE % 0.06	CURRENT CARTON COUNTS:								43,596	6,300	49,896	0.87	0.13
		RJR CARTON PURCHS:								41,520	6,000	47,520	0.87	0.13
		PROGRAM PAYMENT:								\$\$\$\$\$4,359.60	\$\$\$\$\$378.00	\$\$\$\$\$4,737.60	0.92	0.08

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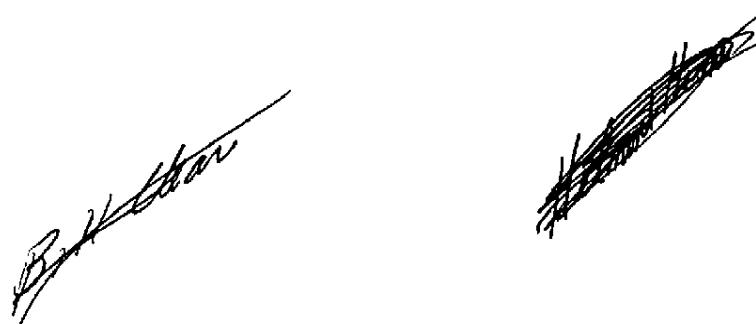
DIRECT ACCOUNT REPORTING - FOCUS 2
PERFORMANCE/PAYOUT REPORT
PROGRAM-PERIOD : November, 1994 TO April, 1995
SALES LEVEL 12 NEW YORK METRO REGION

06-16-95
13:43

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DIRECT ACCOUNT REPORTING - FOCUS 2
PERFORMANCE/PAYOUT REPORT
PROGRAM-PERIOD : November, 1994 TO April, 1995
SALES LEVEL 12 NEW YORK METRO REGION06-16-95
13:43

SALES LEVEL	ACCT	CUSTOMER NAME	TR CLA	PLAN LVL	PERF SOM	Q SOM	BEG	END	+	FULL PR.	SAVINGS	TOTAL	FP MIX	SV MIX
1230	6485900	A. TRENK INC.	10	N	1	0.0	0.0	0.0						
FULL % 0.00 SAVE % 0.00														
CURRENT CARTON COUNTS:														
RJR CARTON PURCHS: 28,890 2,040 30,930 0.93 0.07														
PROGRAM PAYMENT: 0.00 0.00														
TOTALS FOR DIV 1230 ACCTS: 29														
CURRENT CARTON COUNTS: 1,662,598 310,820 1,973,418 0.84 0.16														
RJR CARTON PURCHS: 1,830,216 344,339 2,174,555 0.84 0.16														
CURRENT PGM PAYMENT : \$\$\$\$77,316.78 \$\$\$\$10,769.00 \$\$\$\$88,085.78 0.87 0.13														
PLAN COUNTS- PLAN A: 13 PLAN B: 5 NON-PARTIC.: 11 NOT CALLED: 0														
TOTALS FOR REGN 12 ACCTS: 63														
CURRENT CARTON COUNTS: 3,239,490 491,036 3,730,526 0.86 0.14														
RJR CARTON PURCHS: 3,899,032 621,659 4,520,691 0.86 0.14														
CURRENT PGM PAYMENT : \$\$\$\$223,927.47 \$\$\$\$20,815.98 \$\$\$\$244,743.45 0.91 0.09														
PLAN COUNTS- PLAN A: 30 PLAN B: 11 NON-PARTIC.: 22 NOT CALLED: 0														


51850
7513

ISD12B2 .1
Page: 9

DIRECT ACCOUNT REPORTING - FOCUS 2
PERFORMANCE/PAYOUT REPORT
PROGRAM-PERIOD : November, 1994 TO April, 1995
SALES LEVEL 12 NEW YORK METRO REGION

06-16-95
13:43

SALES LEVEL	ACCT	CUSTOMER NAME	TR CLA	PLAN LVL	PERF SOM	Q SOM	BEG -	END +	FULL PR.	SAVINGS	TOTAL	FP MIX	SV MIX
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TOTALS FOR FINAL		ACCTS:	63		CURRENT CARTON COUNTS:		3,239,490	491,036	3,730,526	0.86	0.14
			RJR CARTON PURCHS:		3,899,032	621,659	4,520,691	0.86	0.14		
			CURRENT PGM PAYMENT :		\$\$\$223,927.47	\$\$\$.20,815.98	\$\$\$.244,743.45	0.91	0.09		
			PLAN COUNTS- PLAN A:	30	PLAN B:	11	NON-PARTIC.:	22	NOT CALLED:	0	

- - - - - Processing Report - - - - -

NUMBER OF ACCOUNTS FOUND FOR THIS SALES LEVEL.....	63
NUMBER OF ACCOUNTS OFF-LISTED BEFORE PERIOD START.	
(These accounts were not listed.).....	0
NUMBER OF ACCOUNTS OFF-LISTED AFTER 05-02-94.	
(These accounts were listed.).....	2
NUMBER OF ACCOUNTS NOT OFF-LISTED.	
(These accounts were listed.).....	61

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ISD12B2 .2
PAGE: 1DIRECT ACCOUNT REPORTING - FOCUS 2
PERFORMANCE/PAYMENT REPORT
PROGRAM-PERIOD : November, 1994 TO April, 1995
SALES LEVEL 12 NEW YORK METRO REGION06-16-95
13:43

BREAK	VALUE	TOTAL ACCTS	PLAN A	PLAN B	NON- PART.	NOT CALLED	FULL PR.	SAVINGS	TOTAL	FP MIX	SV MIX
IV	1224	3	2	1	0	0					
		CURRENT CARTON COUNTS:			190,932		27,716		218,648	0.87	0.13
		RJR CARTON PURCHS:			217,930		34,950		252,880	0.86	0.14
		PROGRAM PAYMENT:			\$\$\$\$21,238.51		\$\$\$\$1,312.94		\$\$\$\$22,551.45	0.94	0.06
		PLAN COUNTS- PLAN A:	2		PLAN B:	1	NON-PARTIC.:	0	NOT CALLED:		0
IV	1225	8	4	2	2	0					
		CURRENT CARTON COUNTS:			477,834		45,902		523,736	0.91	0.09
		RJR CARTON PURCHS:			557,107		54,960		612,067	0.91	0.09
		PROGRAM PAYMENT:			\$\$\$\$33,155.56		\$\$\$\$1,633.71		\$\$\$\$34,789.27	0.95	0.05
		PLAN COUNTS- PLAN A:	4		PLAN B:	2	NON-PARTIC.:	2	NOT CALLED:		0
IV	1226	13	6	3	4	0					
		CURRENT CARTON COUNTS:			306,286		63,733		370,019	0.82	0.18
		RJR CARTON PURCHS:			451,489		94,500		545,989	0.82	0.18
		PROGRAM PAYMENT:			\$\$\$\$22,168.84		\$\$\$\$3,732.34		\$\$\$\$25,901.18	0.85	0.15
		PLAN COUNTS- PLAN A:	6		PLAN B:	3	NON-PARTIC.:	4	NOT CALLED:		0
IV	1229	10	5	0	5	0					
		CURRENT CARTON COUNTS:			601,840		42,865		644,705	0.93	0.07
		RJR CARTON PURCHS:			842,290		92,910		935,200	0.90	0.10
		PROGRAM PAYMENT:			\$\$\$\$70,047.78		\$\$\$\$3,367.99		\$\$\$\$73,415.77	0.95	0.05
		PLAN COUNTS- PLAN A:	5		PLAN B:	0	NON-PARTIC.:	5	NOT CALLED:		0
IV	1230	29	13	5	11	0					
		CURRENT CARTON COUNTS:			1,662,598		310,820		1,973,418	0.84	0.16
		RJR CARTON PURCHS:			1,830,216		344,339		2,174,555	0.84	0.16
		PROGRAM PAYMENT:			\$\$\$\$77,316.78		\$\$\$\$10,769.00		\$\$\$\$88,085.78	0.87	0.13
		PLAN COUNTS- PLAN A:	13		PLAN B:	5	NON-PARTIC.:	11	NOT CALLED:		0
EGN	12	63	30	11	22	0					
		CURRENT CARTON COUNTS:			3,239,490		491,036		3,730,526	0.86	0.14
		RJR CARTON PURCHS:			3,899,032		621,659		4,520,691	0.86	0.14
		PROGRAM PAYMENT:			\$\$\$\$223,927.47		\$\$\$\$20,815.98		\$\$\$\$244,743.45	0.91	0.09
		PLAN COUNTS- PLAN A:	30		PLAN B:	11	NON-PARTIC.:	22	NOT CALLED:		0

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BISD12B2 2
PAGE: 2

DIRECT ACCOUNT REPORTING - FOCUS 2
PERFORMANCE/PAYMENT REPORT
PROGRAM-PERIOD : November, 1994 TO April, 1995
SALES LEVEL 12 NEW YORK METRO REGION

06-16-95
13:43

BREAK	VALUE	TOTAL ACCTS	PLAN A	PLAN B	NON- PART.	NOT CALLED	FULL PR.	SAVINGS	TOTAL	FP MIX	SV MIX
FINAL		63	30	11	22	0					
							CURRENT CARTON COUNTS:	3,239,490	491,036	3,730,526	0.86 0.14
							RJR CARTON PURCHS:	3,899,032	621,659	4,520,691	0.86 0.14
							PROGRAM PAYMENT:	\$\$\$\$223,927.47	\$\$\$\$20,815.98	\$\$\$\$244,743.45	0.91 0.09
							PLAN COUNTS- PLAN A:	30	PLAN B:	11	NON-PARTIC.: 22 NOT CALLED: 0

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